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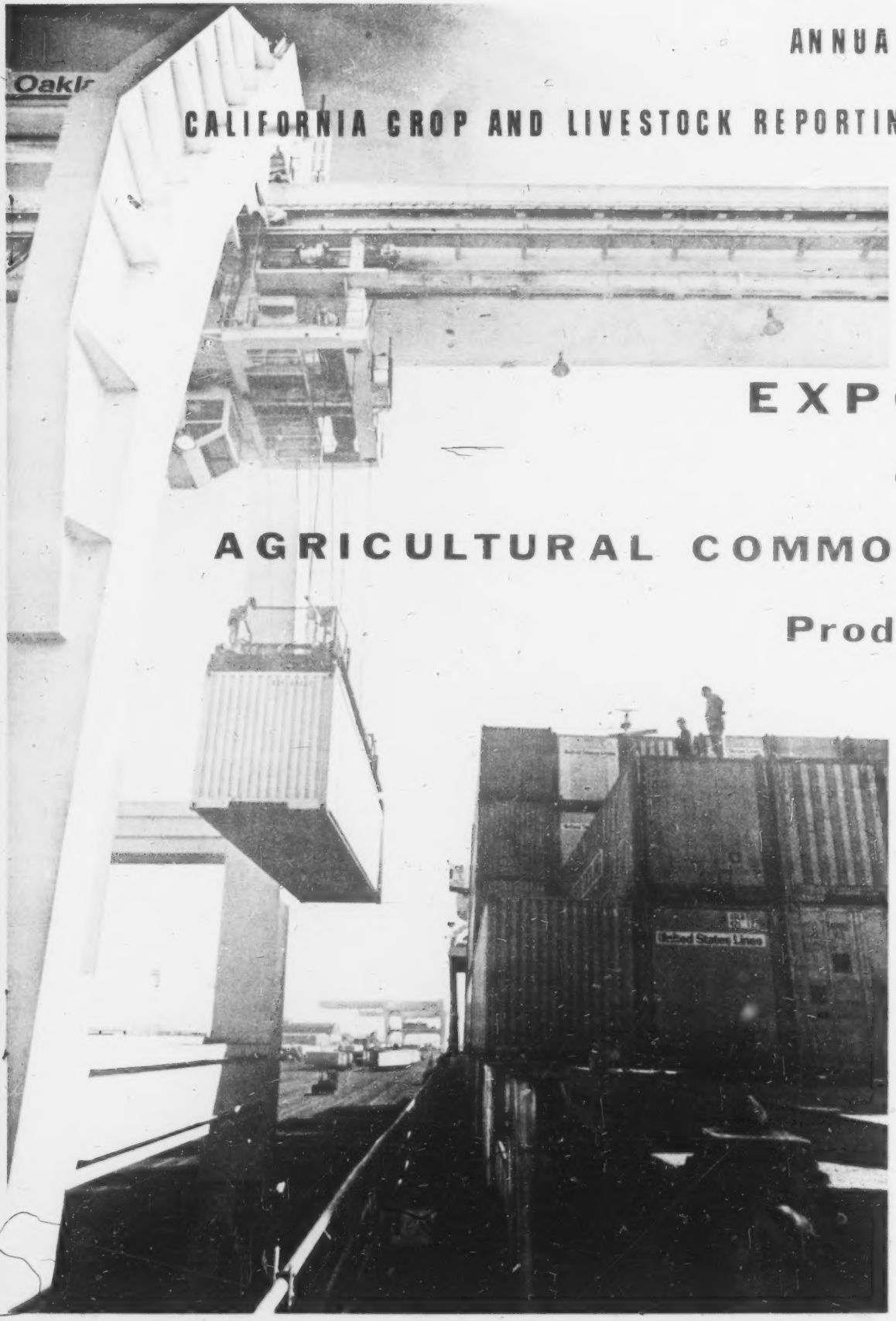
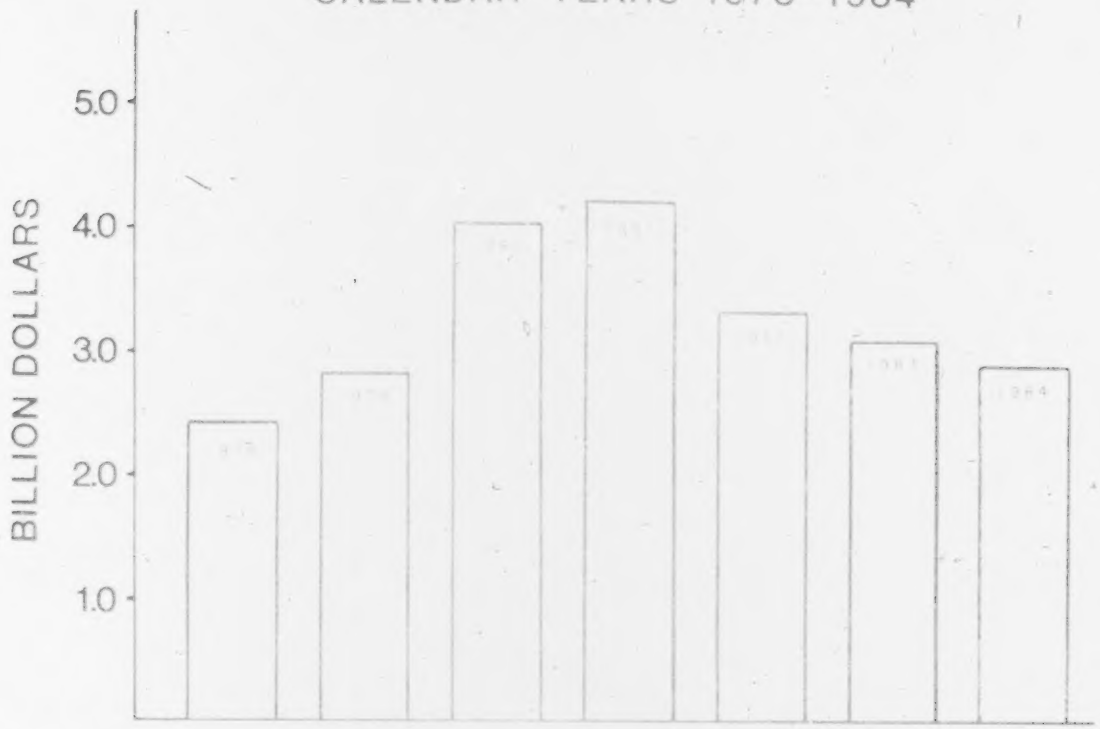
ANNUAL BULLETIN

CALIFORNIA CROP AND LIVESTOCK REPORTING SERVICE



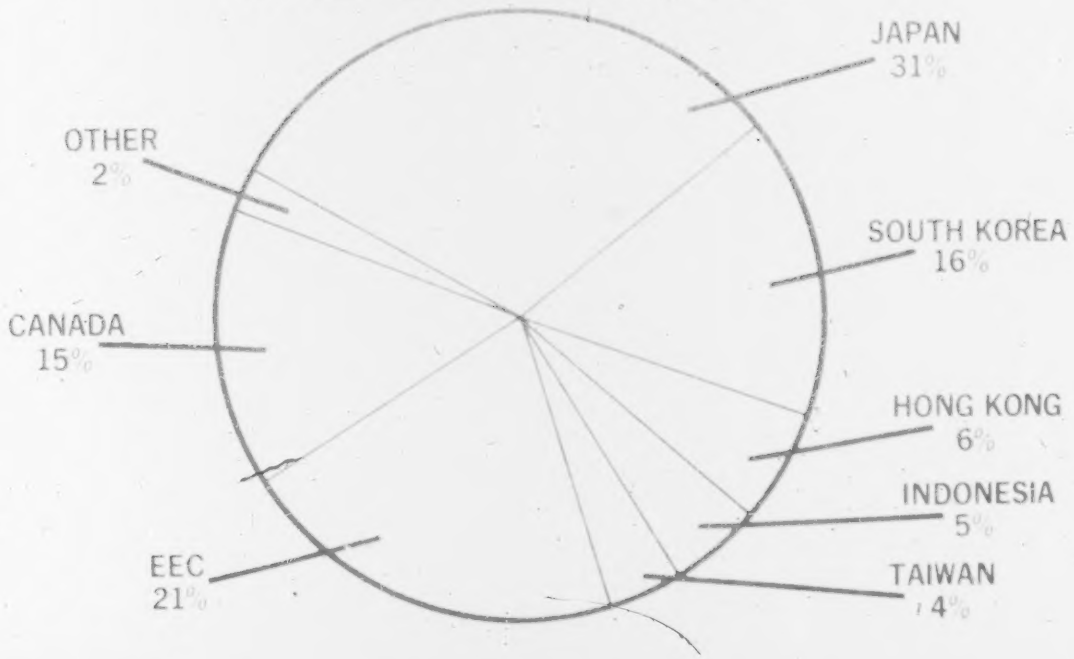
EXPORTS of AGRICULTURAL COMMODITIES Produced In CALIFORNIA 1984

CALIFORNIA'S AGRICULTURAL EXPORTS
CALENDAR YEARS 1978–1984



Source: California Department of Food and Agriculture

CALIFORNIA'S AGRICULTURAL EXPORT MARKETS, VALUE BASIS, CALENDAR YEAR 1984



Source: California Department of Food and Agriculture

CALENDAR YEAR 1984

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Cover photo courtesy of Port of Oakland

DATA INCLUSIONS AND LIMITATIONS: Data sources often differ in what is included or excluded. The following are guidelines for the data used in this report. The fact that various export studies report different numbers is often explained by whether or not it includes or excludes some of the following items or trade patterns.

1. Shipments between the 50 states, Puerto Rico, and U.S. island possessions (Virgin Islands, Guam, etc.) are exluded from the data on which this report is based.

2. Shipments in transit from one country to another through the U.S. are excluded.

3. Shipments to U.S. Armed Forces and Diplomatic Missions abroad for their own use are excluded.

4. Shipments under P.L. 83-480 (Agricultural Trade Development and Assistance Act) and P.L. 87-195 (Act for International Development) are included.

5. Agricultural commodities covered in this report consist of nonmarine food products and agricultural products that have not passed through complex manufacturing processes. Raw hides and skins, vegetable and animal fats and oils, and unrefined wines are included. Such manufactured items as textiles, leather, boots and shoes, baked goods, and distilled alcoholic beverages are not included.

6. Both the California Crop and Livestock Reporting Service and the U.S. Department of Commerce are constantly updating and revising data. The most recent available revision was used at the time of the assembly of this report, June-September 1985.

INFORMATION SOURCES: The following is a list of major sources used in this report.

U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division data series EA622, U.S. Exports, Schedule B Schedule by Schedule B Number by Unit Control by Country of Destination by Customs District of Exportation by Economic Class and Method of Transportation, available on magnetic computer tape.

U.S. Department of Agriculture, Agricultural Statistics, 1984.

U.S. Department of Agriculture, Economic Research Service, Foreign Agricultural Trade of the United States, 1984.

Statistics Canada. Import data from customs records obtained on special order tape.

Agriculture Canada. Annual Unload Report - Fresh Fruits and Vegetables on 12 Canadian Markets.

U.S. Department of Agriculture publications: Foreign Agriculture, Foreign Agriculture Circulars, Outlook for U.S. Agricultural Exports, Agricultural Outlook, and periodic releases of the Crop Reporting Board.

Federal/State Market News Service Publications. Frequent market reports sometimes include exported commodities.

Marketing Organizations and Individuals. Many people supplied opinions and information about the commodities with which they are professionally involved. We wish to thank all those who contributed their expertise.

INTRODUCTION: This 1984 estimate of California's agricultural exports is being published in two sections: (1) the Annual Bulletin and (2) a Statistical Appendix. This makes Table 1-5 of the export report available separately from the Statistical Appendix that contains tables of commodity shipments by country of destination and tables showing all agricultural commodities shipped to selected countries.

Using a calendar year basis complicates comparisons of exports to crop data with varying crop or marketing year cut-off dates. Where crops are harvested late in the year and marketed throughout the following year (e.g. cotton, almonds), the comparisons shown are with the production of the preceding year. Please note footnotes to Table 3 to ascertain whether this delayed comparison system has been used.

The comparisons of both California and U.S. crop values to exports in Table 3 are calculated using average farm level prices at the state and national level. Since exported produce is often of higher than average quality and may represent off-season high value produce in some categories, the use of average prices probably underestimates the value of the exported portion of the crop.

Farm values and quantities used to compare exports to the total crop were taken from existing publications of the California Crop and Livestock Reporting Service and the U.S. Department of Agriculture's Statistical Reporting Service published material. Conversion of commodities from export form to farm production units was done using Statistical Bulletin No. 616, Conversion Factors and Weights and Measures for Agricultural Commodities and Their Products. Table 5 comparisons between California and U.S. total exports are done solely on export values.

The Statistical Appendix containing Tables 6 and 7 is published separately from the current bulletin. In the commodity by country tables, both U.S. and California port data are shown for most agricultural commodities that appear in Table 5. In Table 7, selected U.S. agricultural exports, the portion moving through California port districts, and a separation between sea and air shipments are shown by country. The 25 leading markets for U.S. agricultural products are included.

The final estimates of California's agricultural exports in this bulletin were made using the port data, information from the Canadian government on unloads of fresh fruits and vegetables, and by contacting representatives of commodity groups, exporters, and handlers to obtain their opinions. Each commodity was treated separately and the estimate was made on the best available information. It should be emphasized that these are estimates since exact data are not available.

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California Department of Food and Agriculture

TABLE 1. ESTIMATED VALUE OF CALIFORNIA'S LEADING AGRICULTURAL EXPORTS VALUED AT PORT OF EXPORTATION, CALENDAR YEARS 1983 AND 1984 WITH PERCENTAGE CHANGE

Commodity	Commodity Ranking		Value		Value Change 1/	
	1983	1984	1983	1984	1982-83	1983-84
			1,000 Dollars		Percent	
Cotton Lint	1	1	858,969	624,724	- 4	- 27
Almonds	2	2	243,167	315,473	+ 3	+ 30
Oranges	3	3	241,732	217,621	+25	- 10
Grapes	4	4	212,848	195,216	-13	- 8
Wheat	8	5	72,908	115,491	-67	+ 58
Beef	7	6	75,512	99,836	-17	+ 32
Rice	5	7	150,618	91,811	+36	- 39
Lemons	6	8	95,302	88,267	+16	- 7
Walnuts	11	9	48,277	66,799	-38	+ 38
Prunes	9	10	66,805	63,699	- 6	- 5
Cottonseed	20	11	19,642	50,038	-56	+155
Onions	16	12	28,754	44,811	- 3	+ 56
Dairy	13	13	46,388	42,418	+22	- 9
Peaches	10	14	53,209	42,303	-11	- 20
Lettuce	15	15	37,215	40,266	- 5	+ 8
Tomatoes	14	16	40,076	36,637	-11	- 9
Alfalfa	12	17	48,179	35,372	+50	- 27
Flowers & Nursery	21	18	17,449	33,353	+17	+ 91
Strawberries	17	19	28,676	29,818	+26	+ 4
Dry Beans	19	20	19,878	25,313	-45	+ 27
Celery	18	21	22,411	24,647	+44	+ 10
Safflower		22		24,053		
Plums	27	23	11,924	22,534		+ 89
Broccoli	25	24	13,686	19,473	+ 1	+ 42
Avocados	29	25	10,036	16,239		+ 62
Cauliflower	26	26	13,454	16,112		+ 20
Chickens and Eggs	24	27	13,701	14,938	-45	+ 9
Carrots	30	28	8,882	14,699		+ 65
Potatoes	32	29	7,899	12,778		+ 62
Garlic	28	30	10,730	11,758		+ 10
Kiwifruit		31		11,588		
Pears	23	32	13,920	10,425	-17	- 25
Remaining Estimated Commodities (See Table 5)			72,043	62,080		
All Other Commodities (See Table 8)			448,873	384,452		
Total			3,053,163	2,905,042	- 8	- 5

1/ Commodity list extended to include 32 products in 1984. Safflower and kiwifruit are shown separately for the first time.

HIGHLIGHTS OF CALIFORNIA'S AGRICULTURAL EXPORTS
CALENDAR YEAR 1984

TABLE 1

A continued decline in California's agricultural exports was recorded in 1984. The $2.9 billion value of the State's farm and ranch products going into international trade is 5% lower than 1983, a slower decline than the past two years. Almonds led the products that gained in 1984 with a $72 million increase, 30% over the 1983 value. Wheat and cottonseed recovered from dramatic drops the year before and onions, flowers and nursery products and most of the fresh fruits and vegetables also gained.

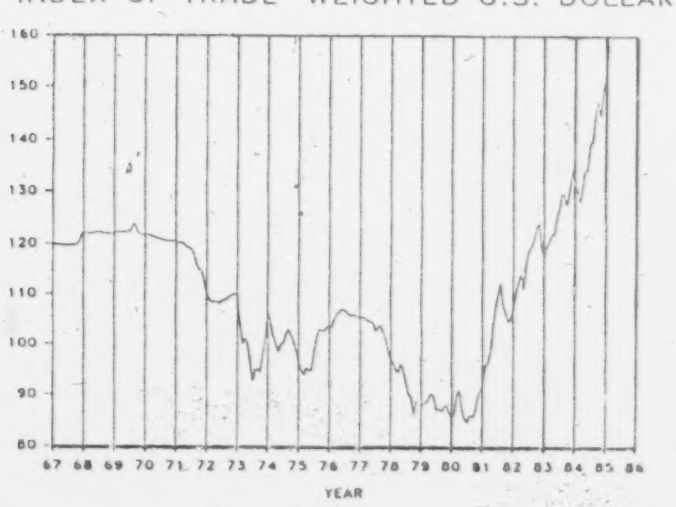
Offsetting these increases was a 27% decrease in cotton exports, a drop of $234 million in California's leading export product. Citrus, grapes, rice, alfalfa, tomatoes, peaches, and pears also dropped.

No one explanation fits all products but the high value of the dollar continues to make our products expensive abroad. For example, the price paid for almonds by the British consumer has doubled between 1980 and 1985 while the price to the grower has dropped. (See chart below).

Trade barriers are an explanation for slow growth in some markets and products. The Japanese tax of $4 per gallon on wine, 25% on the value of beef and 40% on oranges between December and May together with quotas, a ban on rice imports, and a costly distribution system make sales of some of California's leading products difficult in our best market. A pound of tenderloin from California ranches can cost the Japanese consumer $16 or more.

As the chart inside the front cover emphasizes, the Pacific Rim is California's leading outlet for agricultural products and rising incomes there will lift demand for higher value imported foods. Currently only 10% of the U.S. agricultural exports are in the high value and value added categories. If this could be raised to 15% it would add 500,000 new jobs. Because many of California's products are in these high value categories a large portion of this increase could be realized by the Golden State.

The need for a reversal of the trade decline is shown below. The agricultural trade balance is now about half its 1981 peak level.



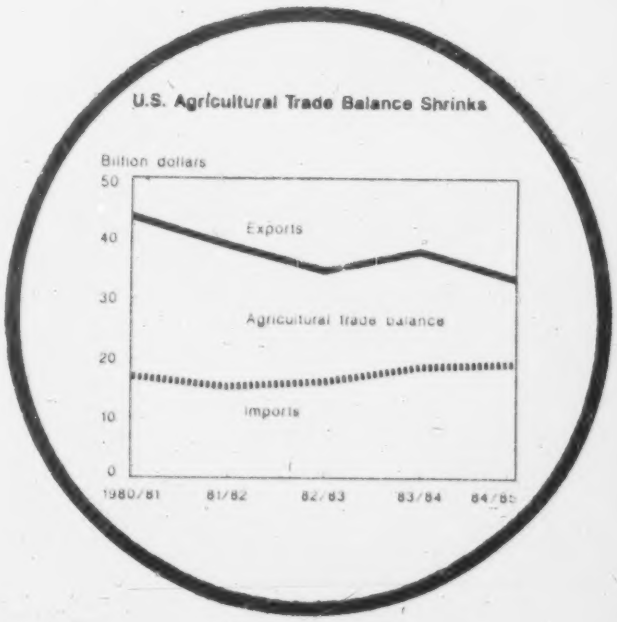


TABLE 2. CALIFORNIA'S AGRICULTURAL EXPORT PROFILE 1984

Commodity	Farm Level Value of Exports as a Percentage of Total Value of Production	CA Export Value as a Percentage of Total U.S. Export Value at Port of Embarcation	Acres Needed To Produce Exports At State Average Yields
	----- Percentage -----		-- Acres --
FIELD CROPS			
Alfalfa Seed	12.1	21.2	7,319
Alfalfa Hay	3.7	42.5	34,308
Barley	.2	.1	1,033
Cotton Lint	70.8	27.7	821,703
Cottonseed	40.5	35.5	---
Dry Beans	42.4	50.1	60,689
Rice	47.5	49.2	155,710
Safflower	66.2	89.1	70,130
Wheat	38.4	1.7	272,000
FRUITS AND NUTS			
Almonds	53.3	100.0	140,306
Apricots	8.1	100.0	1,789
Avocados	6.4	97.7	4,692
Dates	10.3	100.0	436
Figs	9.6	100.0	394
Grapes			
Fresh	22.4	95.8	18,780
Raisins	14.1	100.0	29,038
Crushed and Canned	1.4	75.9	9,221
Grapefruit	14.3	7.9	3,175
Kiwifruit	29.0	100.0	1,176
Lemons	34.7	77.3	17,200
Olives	2.5	100.0	1,149
Oranges	24.1	64.5	50,577
Peaches			
Freestone	8.9	71.7	4,032
Clingstone	4.0	100.0	1,156
Pears	5.9	27.3	882
Pistachios	16.1	100.0	5,018
Plums	17.2	96.9	8,370
Prunes	39.1	100.0	28,483
Tangerines	22.0	69.8	991
Walnuts	29.5	100.0	52,212
VEGETABLES			
Asparagus	9.2	42.8	3,160
Broccoli	14.4	90.1	8,919
Carrots	16.2	66.5	4,093
Cauliflower	15.9	53.0	5,471
Celery	9.8	72.5	2,408
Garlic	22.5	100.0	2,674
Lettuce	8.1	72.5	12,538
Onions	30.3	53.2	10,325
Bell Peppers	5.4	19.5	3,220
Potatoes	.6	32.7	369
Strawberries	7.7	84.6	966
Tomatoes			
Fresh	7.2	32.0	2,015
Processing	1.5	85.8	3,491
FLOWERS AND PLANTS	2.4	46.1	
LIVESTOCK AND POULTRY			
Beef Cattle and Products	1.9	4.0	
Dairy Products	2.8	11.3	
Sheep	4.2	9.9	
Chickens and Eggs	2.1	4.6	
Turkeys	1.1	21.1	
TOTALS	21.1	7.7	1,861,608

CALIFORNIA'S AGRICULTURAL EXPORT PROFILE, 1984

TABLE 2

International trade's importance to California's ranchers and growers continues even with a decline in the value of our exports. Table 2 shows three measures of this importance:

(1) The farm level value of exports as a percentage of the value of production - a measure that ranges from 71 percent of cotton lint to less than 2 percent for processing tomatoes, potatoes, and turkeys.

(2) California's portion of U.S. agricultural exports - in 15 crops we provide 95-100 percent of the U.S. exports and we produce 7.7 percent of all U.S. agricultural exports.

(3) The acreage needed to grow produce for export - 1.86 million acres represents 21 percent of California's cropland harvested in 1984. This estimate is based on State average yields and is reduced from the 1983 level by the drop in cotton and citrus exports.

Leading our exports are:

Cotton - Still our most valuable export, but with increased competition abroad and greater domestic sales during 1984, California exports have declined. Acres producing cotton for export dropped from more than a million in 1983 to 822,000 in 1984.

Almonds- The number two ranked crop for agricultural export increased its sales abroad in 1984 by 30 percent. Commercially grown exclusively in the Golden State, the market abroad has been developed to purchase more than half the crop and this requires an estimated 140,000 acres calculated at 1983 average yields due to the lag between harvest and sale. Because of the calendar year approach to exports, this estimate varies from the almond industry's marketing year data.

Oranges- Orange exports declined 10 percent in 1984 due to a smaller crop. California dominates the fresh orange market with high quality Navels during the winter and Valencias throughout the summer but with the 1983-84 crop being only 63.5 percent of the 1982-83 crop, a smaller amount was available for export. Our orange growers still counted on international markets for selling one-fourth (24.1 percent) of their crop.

Grapes - Value declines in all categories (fresh, dried, and crushed) were registered in exports of the products of California's vineyards even though tonnage remained at the same level. The strong dollar made competition with Mediterranean products (French, Italian, Portuguese, and Greek) more difficult throughout the world markets. An 8 percent drop in value of exported grapes and grape products is the result.

Rice - The rice industry in California lost the gains made in 1983. This is still half of the U.S. rice exports (49.2 percent) and its production required 155,710 acres when calculated at average yields.

TABLE 3. CALIFORNIA'S PRINCIPAL CROP AND LIVESTOCK COMMODITIES ESTIMATED FARM VALUE OF PRODUCTION AND COMPARABLE FARM VALUE OF EXPORTS WITH COMPARISON TO U.S. TOTAL, 1984

Commodity	Unit	1984 California Total Quantity of		1984 California Farm Value of		Farm Level Export Value as Percent of Production	
		Production	Exports	Production	Exports	California	U.S.
		- - 000 Units - -		- - 000 Dollars - -		- - Percent - -	
FIELD CROPS							
Alfalfa Seed	Lbs.	39,060	4,721	41,404	5,004	12.1	N/A
Alfalfa Hay	S/Tons	6,080	223	550,240	20,218	3.7	.6
Barley	Bu.	28,980	52	82,593	129	.2	15.2
Cotton Lint 2/	Rbs.	2,445	1,650	813,909	576,533	70.8	60.2
Cottonseed 2/	S/Tons	989	386	137,356	55,585	40.5	37.5
Dry Beans	Cwt.	3,100	1,022	78,390	33,216	42.4	11.9
Rice 1/	Cwt.	23,089	10,962	160,699	76,294	47.5	21.0
Safflower 2/	S/Tons	110	54	28,380	13,811	66.2	N/A
Wheat	Bu.	61,834	21,488	187,916	86,812	38.4	65.8
FRUITS AND NUTS							
Almonds 2/	S/Tons	207	110	350,760	187,040	53.3	53.3
Apricots	S/Tons	113	10	33,595	2,717	8.1	.7
Avocados	S/Tons	246	16	88,560	5,925	6.4	6.4
Dates 1/	S/Tons	19	2	12,746	1,315	10.3	10.3
Figs	S/Tons	11	1	10,132	970	9.6	9.6
Grapes: All Fresh	S/Tons	465	117	236,236	47,383	22.4	20.1
All Raisins 1/	S/Tons	396	60	235,620	33,105	14.1	14.1
All Processed 1/	S/Tons	2,335	58	836,751	11,224	1.4	1.2
Grapefruit — 64# Boxes	Box	7,240	1,051	30,652	3,655	14.3	27.9
Kiwifruit	S/Tons	18	5	17,729	5,582	29.0	29.0
Lemons — 76# Boxes	Box	17,250	5,762	96,158	33,372	34.7	36.5
Olives 1/	S/Tons	61	2	31,641	803	2.5	2.5
Oranges — 75# Boxes	Box	48,300	13,757	401,919	97,043	24.1	16.2
Peaches: Freestone 3/	S/Tons	156	35	85,626	7,597	8.9	6.8
Clingstone	S/Tons	521	21	96,600	3,824	4.0	4.0
Pears	S/Tons	313	11	49,813	2,957	5.9	7.5
Pistachios 1/	Lbs.	26,400	4,265	37,548	6,056	16.1	16.1
Plums	S/Tons	225	38	47,196	8,622	17.2	15.7
Prunes	S/Tons	140	55	97,300	38,034	39.1	39.1
Tangerines — 75# Boxes	Box	1,850	217	13,617	2,998	22.0	10.6
Walnuts 1/	S/Tons	199	59	125,569	37,039	29.5	29.5
VEGETABLE CROPS							
Asparagus	Cwt.	856	79	59,796	10,312	9.2	N/A
Broccoli	Cwt.	9,534	883	147,016	21,010	14.4	14.3
Carrots	Cwt.	11,994	1,187	145,914	28,391	16.2	11.4
Cauliflower	Cwt.	4,700	556	150,102	17,490	13.9	13.6
Celery	Cwt.	14,760	1,510	179,615	17,561	9.8	5.4
Garlic	Cwt.	1,738	391	32,466	7,322	22.5	22.5
Lettuce	Cwt.	45,938	3,799	494,157	40,266	8.1	8.2
Onions	Cwt.	12,554	3,748	43,657	6,618	30.3	17.6
Bell Peppers	Cwt.	2,466	756	36,608	1,979	5.4	N/A
Potatoes	Cwt.	22,760	1,196	241,683	12,798	5.3	2.0
Strawberries	Cwt.	7,544	517	318,877	24,126	7.7	7.0
Tomatoes: Fresh	Cwt.	7,452	538	188,576	13,617	7.2	9.4
Processed 2/	S/Tons	6,592	96	427,145	6,233	1.5	1.5
FLOWERS AND PLANTS				1,244,520	30,080	2.4	N/A
LIVESTOCK AND POULTRY							
Beef: Cattle and Calves				1,416,141	27,301	1.9	2.1
Dairy Products				1,986,376	54,787	2.8	3.9
Sheep				51,209	2,136	4.2	4.5
Chickens				713,831	15,344	2.1	2.0
Turkeys				178,162	1,943	1.1	.7

1/ 1984 exports compared to 1983 crop due to lag in time of sale after harvest.
2/ Compared to an average of the 1983 and 1984 crops.
3/ Includes nectarines due to joint classification number assigned at port of export.
N/A Not Available.

COMPARISON OF CALIFORNIA'S AGRICULTURAL PRODUCTION WITH ESTIMATED EXPORTS

TABLE 3

The farmgate value of exports is shown in Table 3 and is compared to total State production as estimated by the California Crop and Livestock Reporting Service or the Summary of California County Agricultural Commissioners' Reports. This farmgate value comparison is made using quantities exported valued at State average prices and varies significantly from the value declared at the port of embarcation used in Table 1. In some products, the high quality selection process and special packing required for overseas markets augments the value considerably. A comparison of California to U.S. exports is computed on the same basis: valuing exported quantities at National average farmgate prices.

Calendar year export data do not coincide with the varying harvest periods and marketing years of California's diverse production. In noted cases, the comparison of exports to production is made with the previous calendar year's crop since considerable delay is encountered in shipping products harvested late in the year.

FIELD CROPS

Cotton remains the major agricultural product exported from California's farms and ranches with 7 out of 10 bales being sold abroad. Exports declined and the strong dollar, increased competition from Mainland China and more domestic use of California's premium cotton were instrumental in this downward trend.

While rice exports declined by 27 percent, California wheat sales abroad increased by 18 percent, both changes in the opposite direction from 1983. Exports of alfalfa hay in cube form and alfalfa seed both dropped in the face of the strong dollar and competition, for example, from supplies in Canada that enjoy low energy costs for drying and a goverment subsidized transporation system.

FRUIT AND NUT CROPS

Almond export volume gained 24 percent in 1984, illustrating that some products continue to enjoy demand abroad. The percentage of oranges going overseas remained at 24 percent but a considerably smaller crop led to a decline in export volume of 21 percent. Higher prices meant the value declined only 11 percent. Lemons, grapes, prunes, peaches, and pears declined in value exported following the general trend. Avocados, figs, plums, and strawberries gained in export value between 1983 and 1984. Walnuts showed the effects of a lower price. The quantity exported rose but the farm value was less than the previous year. Kiwifruit has been added to the list this year since they have been assigned their own export category number.

VEGETABLES, FLOWERS, AND BERRIES

Onions, lettuce and tomatoes remain the volume leaders among vegetables going into international trade. Asparagus, broccoli, carrots, cauliflower, and strawberries gained export value, reflecting increased sales to Canada.

LIVESTOCK AND POULTRY

Estimating the quantity and value of livestock products being exported and comparing this to a farm value is complicated by the variety of products reported - hides, tallow, offal, meats, and live animals, for example. Also, the valuations assigned to dairy products donated to foreign nutrition programs from U.S. government stockpiles do not reflect their market value.

Exports of poultry and poultry products declined again although the change was relatively small. Increasing competition in the Far East from Mainland China and the failure to sell in the Middle Eastern markets due to the stronger dollar and increased competition from European sources are among the factors contributing to these declines.

CHANGES OVER SIX YEARS

TABLE 4

Changes in value of California's exports of selected leading commodities and the total exports over the six-year period 1979-1984 are shown in Table 4. The value in 1984 has returned to within 4 percent of the 1979 level. A wide variation exists between commodities: strawberries and oranges have more than doubled while the 1984 cotton and rice are at their lowest levels in the entire period. The peak for most commodities was in 1981. No adjustments have been made in these values for inflation.

TABLE 4. VALUE OF EXPORTED COMMODITIES PRODUCED IN CALIFORNIA, 1979-84

Commodity	1979	1980	1981	1982	1983	1984
	Value in Thousand Dollars					
Cotton Lint	805,180	1,135,559	989,253	897,021	858,969	624,724
Almonds	286,952	429,817	307,324	236,287	243,167	315,473
Grapes	176,627	230,864	260,766	245,504	212,848	195,216
Oranges	106,429	177,094	204,749	194,153	241,732	217,621
Lemons	97,498	93,210	92,044	82,156	95,302	88,267
Wheat	165,110	283,145	315,844	218,242	72,908	115,491
Rice	147,022	318,808	321,440	111,091	150,618	91,811
Cattle & Products	109,012	91,762	86,695	91,004	75,512	99,836
Prunes	55,117	64,861	71,291	71,407	66,805	63,699
Peaches	62,513	75,372	73,986	59,906	53,209	42,303
Walnuts	54,597	82,957	88,503	77,759	48,277	66,799
Cottonseed	38,366	50,633	54,212	47,723	19,642	50,038
Tomatoes	50,521	43,782	50,648	45,169	40,076	36,637
Lettuce	27,246	29,740	36,709	39,379	37,215	40,266
Alfalfa	33,179	42,276	34,162	32,188	48,179	35,372
Dairy Cattle and Products	30,768	42,277	38,905	37,986	46,388	42,418
Dry Beans	24,879	42,093	45,674	36,034	19,878	25,313
Onions	20,901	28,497	42,448	29,754	28,754	44,811
Chickens and Products	15,539	43,801	36,588	24,970	13,701	14,938
Pears	15,483	18,477	19,602	16,864	13,920	10,425
Celery	14,394	11,476	14,418	15,533	22,411	24,647
Flowers and Plants	14,174	13,052	16,081	14,907	17,449	33,353
Strawberries	12,109	16,374	12,953	21,228	28,676	29,818
Grapefruit	9,676	17,821	18,361	17,457	16,982	9,149
Plums	9,311	13,278	14,591	13,181	11,924	22,534
Total	2,800,663	3,997,823	4,198,165	3,311,305	3,053,163	2,905,042

CALIFORNIA'S SHARE OF THE NATION'S AGRICULTURAL EXPORTS

TABLE 5

California's estimated agricultural exports for calendar year 1984 are presented in Table 5 on an individual item basis. U.S. total agricultural exports of each item are also shown, and the share of the Nation's exports produced in California is calculated using this data. The results are not always in agreement with the USDA production share approach to estimating each state's portion of U.S. exports. The total in Table 5 is about 10 percent over the California total calculated using the production share approach. The difference is less than earlier due to the National total gaining 8 percent and California's estimate declining by 5 percent. The estimated values in Table 5 are based on port declarations and include freight, insurance, and port charges. These values are notably different from the farmgate values shown in Table 3.

Using these port values, California exported about 8 percent of total U.S. agricultural exports in 1984. While California produces about half of the Nation's total fruits and nuts, 78 percent of the exports of these commodities come from the Golden State. The total U.S. export value is heavily weighted with commodities such as soybeans and tobacco that are not produced in California. Among the State's crops, there are 29 where more than half of the total exported from the U.S. comes from California. Of these, eleven are 100 percent from California including almonds, apricots, dates, figs, raisins, olives, kiwifruit, pistachios, prunes, walnuts, and garlic.

To arrive at the estimates in Table 5, each selected commodity was individually studied. For some that are grown only in California, the National export data are immediately applicable. For others that are produced in states outside California, modifications are made using California port data and opinions and information from commodity traders and exporters. Additional information on shipments of fruits and vegetables to Canada was obtained from the Canadian government.

Only when California grown products are not easily identifiable (hides and skins, tallow, meats, and poultry, for example) is the California share of U.S. production* used in estimating the portion of U.S. exports produced in California. This system is also used to calculate the "all other" category using factors obtained from the Economic Research Service of the U.S. Department of Agriculture. The factors were calculated for 15 groups of commodities not listed separately in Table 5 and applied to the U.S. totals that are shown in Table 8 of the Statistical Appendix to this bulletin.

In the graph below, the U.S. total agricultural exports are shown as projected to 1986. To avoid the trend of further declines in agricultural exports California producers and marketers need to demonstrate a long term committment to selling California's unique products abroad.

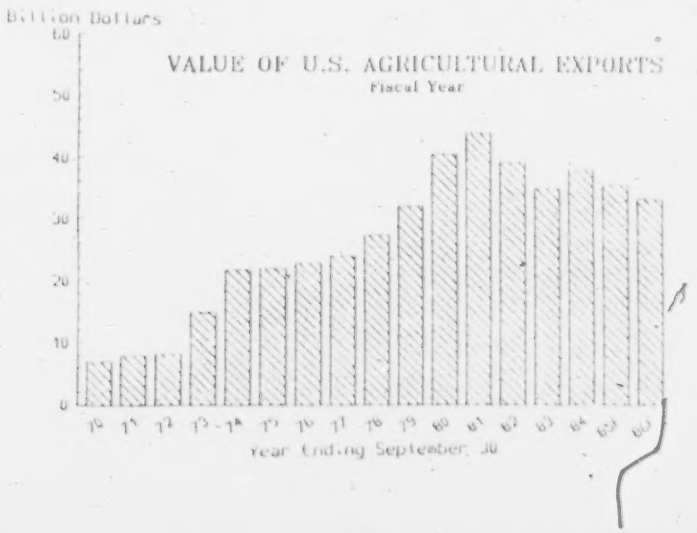


TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
FIELD CROPS						
ALFALFA						
Alfalfa Hay Cubes	Stn.	192	25,143	438	57,098	
Alfalfa Meal, Dehydrated	Stn.	3	446	10	1,393	
Alfalfa Meal, Sun Cured	Stn.	28	3,186	84	9,779	
Alfalfa Seed, Uncertified	Lb.	796	990	4,783	4,766	
Alfalfa Seed, Certified	Lb.	3,926	5,607	13,362	17,508	
SUBTOTAL -- ALL ALFALFA			35,472		90,544	39.1
BARLEY						
Barley, Unmilled	Bu.	52	157	90,833	261,044	.1
COTTON						
Cotton	Bls.	1,510	568,471	5,440	2,050,622	
Cotton: Other 1-1/8"	Bls.	139	53,849	486	189,702	
Cotton Linters: Felting Grade	Lb.	89	25	3,208	807	
Cotton Linters: Other	Lb.	12,775	2,379	61,696	13,845	
SUBTOTAL -- ALL COTTON			624,729		2,254,976	27.7
COTTONSEED						
Cottonseed	Lb.	53,435	6,805	130,364	17,307	
Cottonseed Oil, Crude	Lb.	2,431	1,179	17,497	5,307	
Cottonseed Oil, Once Refined	Lb.	86,391	30,868	323,996	105,359	
Cottonseed Oil, Other	Lb.	28,300	9,678	29,916	10,172	
Cottonseed Oil, Cake & Meal	Stn.	0	0	2	162	
Cottonseed Oil, Hydrogenated	Lb.	3,319	1,508	6,234	2,610	
SUBTOTAL -- ALL COTTONSEED			50,038		140,947	35.5
DRY BEANS						
Lima Beans	Lb.	28,175	7,948	28,175	7,948	
White Beans	Lb.	2,043	431	7,631	1,609	
Red Kidney Beans	Lb.	9,981	3,377	44,431	12,340	
Blackeye Beans (Cowpeas)	Lb.	24,887	6,623	24,887	6,623	
Other Beans	Lb.	37,116	6,934	108,346	20,241	
Other Peas (Garbanzos)	Lb.	0	0	6,169	1,729	
SUBTOTAL -- ALL DRY BEANS			25,313		50,490	50.1
LADINO CLOVER SEED						
Ladino Clover Seed	Lb.	2,035	3,247	2,035	3,247	100.0
RICE						
Rice, Paddy or Rough	Lb.	329,088	23,077	333,363	23,538	
Rice, Husked, Brown, Medium	Lb.	65,000	8,928	118,421	15,957	
Rice, Husked, Brown, Short	Lb.	446	80	1,141	266	
Rice, Husked, Brown, Mixed	Lb.	117	18	1,240	154	
Rice, Parboiled, Other	Lb.	153	50	11,772	3,141	
Rice, Milled, Medium	Lb.	408,921	52,563	725,962	96,581	
Rice, Milled, Short	Lb.	3,150	687	18,751	4,459	
Rice, Milled, Mixed	Lb.	1,561	207	17,433	2,146	
Rice, Milled> 7/8 Broken	Lb.	5,768	894	101,757	9,175	
Rice, Milled, Other	Lb.	23	5	175	58	
Rice, Milled, for Relief	Lb.	37,361	5,097	211,468	27,059	
Rice Byproducts	Lb.	3	205	41	3,928	
SUBTOTAL -- ALL RICE			91,811		186,462	49.2

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
SAFFLOWER						
Safflower Seed	Lb.	76,748	11,940	89,454	13,701	
Safflower Oil	Lb.	31,131	12,113	34,074	13,298	
SUBTOTAL -- ALL SAFFLOWER			24,053		26,999	89.1
WHEAT						
Wheat, Unmilled, Relief	Bu.	0	0	7,220	27,418	
Wheat, Unmilled, Not Relief	Bu.	21,089	112,444	1,544,916	6,449,489	
Wheat, Flour, Relief	Cwt.	13	5	14,729	32,631	
Wheat, Flour, Not Relief	Cwt.	141	2,617	14,800	164,091	
Wheat, Flour, Durum & Semolina	Cwt.	11	233	2,224	23,948	
Wheat, Bulgur, Relief	Cwt.	0	0	4,455	38,148	
Wheat, Bulgur, Not Relief	Cwt.	0	0	42	438	
Wheat, Other NEC	Cwt.	10	179	42	272	
Wheat Byproducts	Stn.	0	13	22	2,972	
SUBTOTAL -- ALL WHEAT			115,491		6,739,407	1.7
FRUIT AND NUT CROPS						
ALMONDS						
Almonds, Not Shelled	Lb.	5,883	5,658	5,883	5,658	
Almonds, Shelled	Lb.	174,441	238,632	174,441	238,632	
Almonds, Prepared/Preserved	Lb.	43,524	71,183	43,524	71,183	
SUBTOTAL -- ALL ALMONDS			315,473		315,473	100.0
APRICOTS						
Apricots, Fresh (to Canada)	Lb.	2,428	1,399	2,428	1,399	
Dried Apricots (incl. Peaches, Nectarines, and Pears)	Lb.	2,421	3,725	2,421	3,725	
Apricots, Prepared/Preserved	Lb.	876	528	876	528	
SUBTOTAL -- ALL APRICOTS			5,652		5,652	100.0
AVOCADOS						
Fresh Avocados	Lb.	32,914	16,239	34,804	16,629	97.7
DATES						
Dried Dates	Lb.	4,004	4,826	4,004	4,826	100.0
FIGS						
Dried Figs	Lb.	2,346	1,513	2,346	1,513	100.0
GRAPES						
Fresh	Lb.	233,991	84,802	244,391	88,571	
Dried Raisins	Lb.	120,864	80,124	120,864	80,124	
Wines, Not Over 14% Alcohol	W/Gal.	4,914	20,392	5,125	21,266	
Other Wines from Grapes	W/Gal.	815	3,729	850	3,889	
Other Fermented Alcoholic Beverages	Gal.	90	301	94	314	
Grape Juice, Not Concentrated	Gal.	728	635	2,050	1,925	
Grape Juice, Concentrated, Frozen	S/S Gal.	228	287	2,255	3,457	
Grape Juice, Concentrated, Not Frozen	S/S Gal.	1,283	1,542	3,868	5,666	
Canned Mixture (10% Grapes)	Lb.	7,629	3,404	7,629	3,404	
SUBTOTAL -- ALL GRAPES			195,216		208,616	93.6

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
GRAPEFRUIT						
Fresh Grapefruit	Lb.	38,265	6,408	546,638	91,541	
Grapefruit Juice, Not Concentrated	Gal.	188	426	1,713	3,872	
Grapefruit Juice, Concentrated, Frozen	S/S Gal.	1,356	1,996	12,326	18,148	
Grapefruit Juice, Concentrated, Not Frozen	S/S Gal.	164	319	1,491	2,899	
SUBTOTAL -- ALL GRAPEFRUIT			9,149		116,460	7.9
KIWIFRUIT						
Kiwifruit	Lb.	10,453	11,588	10,453	11,588	100.0
LEMONS						
Fresh Lemons	Lb.	243,883	70,840	320,899	93,211	
Other Citrus, Not Concentrated	Gal.	1,367	2,215	1,647	2,671	
Other Citrus, Concentrated, Frozen	S/S Gal.	4,456	6,124	5,369	7,380	
Other Citrus, Concentrated, Not Frozen	S/S Gal.	1,640	1,602	1,976	1,930	
Lemon Oil	Lb.	2,109	7,482	2,541	9,016	
SUBTOTAL -- ALL LEMONS			88,263		114,208	77.3
TANGERINES						
Fresh Tangerines	Lb.	16,283	4,265	23,942	6,112	69.8
ORANGES						
Fresh Oranges	Lb.	673,626	176,655	774,283	203,062	
Orange Juice, Not Concentrated	Gal.	1,389	3,634	5,126	11,724	
Orange Juice, Concentrated, Frozen, < 32 oz.	S/S Gal.	7,791	17,436	23,518	56,240	
Orange Juice, concentrated, Frozen, 32 oz. - 1 Gal.	S/S Gal.	2,233	4,101	7,203	13,228	
Orange Juice, Frozen > 1 Gal.	S/S Gal.	9,859	12,825	31,802	41,370	
Orange Juice, Concentrated, Not Frozen	S/S Gal.	1,412	2,051	4,556	6,616	
Orange Oil	Lb.	812	919	4,778	5,403	
SUBTOTAL -- ALL ORANGES			217,621		337,639	64.5
SUBTOTAL -- ALL CITRUS			319,308		574,419	55.6
OLIVES						
Canned Olives	Lb.	2,229	1,605	2,229	1,605	
Other Olives	Lb.	1,046	713	1,046	713	
SUBTOTAL -- ALL OLIVES			2,318		2,318	100.0
PEACHES						
Fresh Peaches & Nectarines	Lb.	69,064	20,579	105,072	28,876	
Canned Peaches	Lb.	29,372	12,150	29,372	12,150	
Canned Mixtures (<50% Peaches)	Lb.	21,456	9,574	21,456	9,574	
SUBTOTAL -- ALL PEACHES			42,303		50,600	83.6

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
PEARS						
Fresh Pears	Lb.	22,662	5,353	69,136	15,901	
Canned Pears	Lb.	1,635	690	2,509	1,059	
Canned Mixtures (30% Pears)	Lb.	9,819	4,382	47,679	21,276	
SUBTOTAL -- ALL PEARS			10,425		38,236	27.3
PISTACHIOS						
Pistachios, Not Shelled	Lb.	1,876	3,777	1,876	3,777	
Pistachios, Shelled	Lb.	675	1,241	675	1,241	
Pistachios, Prepared or Preserved	Lb.	400	878	400	878	
SUBTOTAL -- ALL PISTACHIOS			5,896		5,896	100.0
PLUMS						
Fresh Plums	Lb.	76,038	22,534	77,811	23,253	96.9
PRUNES						
Dried Prunes	Lb.	109,450	63,699	109,450	63,699	100.0
WALNUTS						
Walnuts, Not Shelled or Preserved	Lb.	87,149	50,965	87,149	50,965	
Walnuts, Shelled	Lb.	13,646	15,834	13,646	15,834	
SUBTOTAL -- ALL WALNUTS			66,799		66,799	100.0
VEGETABLES, FLOWERS & BERRIES						
ASPARAGUS						
Fresh Asparagus	Lb.	7,390	7,862	22,610	17,064	
Canned Asparagus	Lb.	405	404	2,133	2,235	
SUBTOTAL -- ALL ASPARAGUS			8,266		19,299	42.8
BROCCOLI						
Fresh Broccoli	Lb.	88,284	19,473	96,730	21,605	90.1
CABBAGE						
Fresh Cabbage	Lb.	30,509	5,092	78,783	11,803	43.1
CARROTS						
Fresh Carrots	Lb.	113,934	13,047	143,277	18,740	
Frozen Carrots	Lb.	4,732	1,652	10,681	3,366	
SUBTOTAL -- ALL CARROTS			14,699		22,106	66.5
CAULIFLOWER						
Fresh Cauliflower	Lb.	55,880	16,112	64,045	30,417	53.0
CELERY						
Fresh Celery	Lb.	150,995	24,647	201,275	34,018	72.5

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
GARLIC						
Fresh Garlic	Lb.	7,237	3,721	7,237	3,721	
Dried Garlic	Lb.	7,979	8,037	7,979	8,037	
SUBTOTAL -- ALL GARLIC			11,758		11,758	100.0
LETTUCE						
Fresh Lettuce	Lb.	379,866	40,266	524,057	55,550	72.5
ONIONS						
Fresh Onions	Lb.	78,498	13,779	312,883	48,922	
Dried Onions	Lb.	32,922	31,032	38,764	35,384	
SUBTOTAL -- ALL ONIONS			44,811		84,306	53.2
PEPPERS						
Fresh Peppers	Lb.	13,328	4,077	75,564	20,875	19.5
POTATOES						
Fresh Potatoes	Lb.	119,609	12,750	335,230	36,923	
Potatoes for Seed	Lb.	223	28	25,098	2,114	
SUBTOTAL -- ALL POTATOES			12,778		39,037	32.7
TOMATOES						
Fresh Tomatoes	Lb.	53,801	13,617	159,538	42,564	
Canned Tomato Pulp (Puree)	Lb.	650	237	757	276	
Canned Tomato Sauce (Ex. Chili)	Lb.	5,058	1,850	5,895	2,156	
Canned Tomato Paste	Lb.	18,[illegible]	7,807	21,203	9,099	
Canned Other Tomatoes	Lb.	10,254	2,871	11,951	3,346	
Tomato Juice and Vegetable Juice (> 70% Tomato)	Gal.	1,278	2,985	1,490	3,479	
Catsup and Chili Sauce	Lb.	17,479	7,270	20,372	8,473	
SUBTOTAL -- ALL TOMATOES			36,637		69,393	52.8
FLOWERS AND PLANTS						
Cut Flowers	—		3,803		8,565	
Other Cut Plant Materials	—		9,158		20,625	
Bulbs, Roots, Corms, Etc.	—		770		3,094	
Fruit and Nut Plants	—		1,467		5,615	
Rose Plants	—		1,057		2,174	
Nursery-Stock, N.S.P.F.	—		9,158		23,482	
Flower Seeds	Lb.		7,940		8,822	
SUBTOTAL -- ALL FLOWERS AND PLANTS			33,353		72,317	46.1
STRAWBERRIES						
Fresh Strawberries	Lb.	49,137	28,280	56,304	31,925	
Frozen Strawberries	Lb.	2,603	1,538	6,327	3,305	
SUBTOTAL -- ALL STRAWBERRIES			29,818		35,230	84.6

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
LIVESTOCK AND POULTRY						
BEEF, CATTLE, AND PRODUCTS						
Beef Bulls, for Breeding	No.	0	132	7	5,710	
Beef Females, for Breeding	No.	0	379	8	7,810	
Cattle, Not for Breeding	No.	1	276	39	14,885	
Beef, Fresh or Frozen, with Bone	Lb.	915	1,935	20,753	43,890	
Beef, Fresh or Frozen, w/o Bone	Lb.	8,499	16,199	192,793	367,477	
Veal, Fresh or Frozen	Lb.	228	287	5,166	6,518	
Beef Tongues, Fresh or Frozen	Lb.	2,975	2,521	57,499	57,150	
Beef Livers, Fresh or Frozen	Lb.	5,034	2,184	114,188	49,542	
Other Beef Offal	Lb.	8,671	5,372	126,709	121,864	
Veal Offal	Lb.	109	74	2,480	1,687	
Beef, Excluding Carcass	Lb.	639	1,407	14,494	31,909	
Veal, Excluding Carcass	Lb.	21	56	469	1,279	
Beef and Veal, Canned	Lb.	188	138	4,269	3,130	
Beef and Veal, Otherwise Prepared	Lb.	350	678	7,932	15,391	
Whole Cattle Hides	Pc.	981	41,809	25,029	1,066,595	
Whole Calf Skins	Pc.	83	918	2,112	23,295	
Cut Cattle Hides/Spec. Cuts	Pc.	34	592	860	15,096	
Other Cut Cattle Hides	Lb.	1,131	186	28,850	4,742	
Tallow, Edible	Lb.	3,107	499	53,747	12,737	
Tallow, Inedible	Lb.	105,672	24,199	2,696,806	617,336	
SUBTOTAL -- ALL CATTLE & PRODUCTS			99,836		2,467,478	4.0
DAIRY, CATTLE AND PRODUCTS						
Dairy Bulls, for Breeding	No.	0	59	2	3,673	
Dairy Females, for Breeding	No.	3	3,844	19	25,018	
Bull Semen	---	0	0	0	24,841	
Fluid Milk and Cream	Gal.	927	2,229	1,119	7,181	
Evap. Milk and Cream, Canned	Lb.	3,310	1,714	7,254	3,697	
Condensed Milk and Cream, Canned	Lb.	173	117	474	243	
Evap. or Cond. Milk and Cream, Bulk	Lb.	87	42	349	141	
Nonfat Dry Milk, Relief	Lb.	27,857	7,754	398,007	107,385	
Nonfat Dry Milk, Not Relief	Lb.	41,958	11,671	185,154	56,029	
Other Dried Milk and Cream	Lb.	1,005	756	13,496	5,744	
Butter	Lb.	475	248	97,393	62,471	
Cheddar Cheese	Lb.	234	372	13,674	8,313	
Am. Type Cheeses, Excl. Cheddar	Lb.	430	577	15,225	10,069	
All Other Cheeses	Lb.	1,938	4,407	7,986	14,316	
Infant's Dried Milk Base Supplement	Lb.	472	620	9,248	12,171	
Other Dried Milk Base/Diet Supplement	Lb.	374	544	3,661	5,542	
Ice Cream	Gal.	591	1,646	1,245	3,273	
Milk Products, NEC	---	0	680	0	6,012	
Whey, Fluid	Gal.	36	73	51	154	
Whey, Dried	Lb.	15,241	5,053	48,291	18,129	
Yogurt and Fermented Milk	Lb.	22	12	980	708	
SUBTOTAL -- ALL DAIRY CATTLE AND PRODUCTS			42,413		375,108	11.3
SHEEP						
Sheep, Live	No.	31	1,110	317	11,189	
Sheep/Lamb Meat, Fresh or Frozen	Lb.	192	327	1,935	3,300	
Sheep and Lamb Offal	Lb.	779	529	7,864	5,334	
Whole Skins, Sheep, Lambs, with Wool	No.	156	602	1,572	6,066	
Sheep, Lamb Skins w/o Wool	No.	317	1,448	3,197	14,600	
SUBTOTAL -- ALL SHEEP, LAMB AND PRODUCTS			4,016		40,489	9.9

TABLE 5. CALIFORNIA'S PRINCIPAL AGRICULTURAL EXPORTS WITH COMPARISONS TO U.S. TOTAL AGRICULTURAL EXPORTS, CALENDAR YEAR 1984 (cont'd)

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Percentage of U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
CHICKENS						
Baby Chicks, Breeder Stock	No.	213	597	12,652	40,663	
Baby Chicks, Excl. Breeder Stock	No.	60	117	13,634	6,146	
Chickens, Fresh/Frozen Whole/Young	Lb.	314	194	23,046	14,008	
Other Chickens, Fresh/Frozen Whole	Lb.	127	86	25,477	14,186	
Chicken Parts, Fresh or Frozen	Lb.	8,791	4,844	383,718	196,561	
Eggs for Hatching	Doz.	72	420	12,642	27,887	
Other Eggs, in Shell	Doz.	8,485	5,515	13,135	9,951	
Dried Egg Whites	Lb.	855	1,719	3,402	5,976	
Dried Whole Eggs	Lb.	549	966	1,103	1,864	
Egg Whites, Not Dried	Lb.	938	376	10,577	4,410	
Other Eggs, Not Dried	Lb.	139	84	2,874	2,772	
SUBTOTAL -- ALL CHICKENS AND PRODUCTS			14,938		323,824	4.6
TURKEYS						
Turkey Poults, Live	No.	39	34	773	748	
Whole Turkeys, Fresh or Frozen	Lb.	1,536	1,389	7,600	6,752	
Turkey Parts, Fresh or Frozen	Lb.	4,922	2,183	18,945	10,168	
SUBTOTAL -- ALL TURKEYS AND PRODUCTS			3,606		17,108	21.1
SUBTOTAL -- ALL LIVESTOCK			164,814		3,224,002	5.1
TOTAL -- PRINCIPAL COMMODITIES			2,520,590			
TOTAL -- ALL OTHER COMMODITIES			384,452			
TOTAL -- ALL AGRICULTURAL EXPORTS			2,905,042		37,826,000	7.7

LIST OF ABBREVIATIONS

Bu. ——— Bushel
Cond. ——— Condensed
Cwt. ——— Hundredweight 100 Lbs.
Doz. ——— Dozen
EEC. ——— European Economic Community
Etc. ——— And So Forth
Evap. ——— Evaporated
Ex. ——— Except
Excl. ——— Excluding
Gal. ——— Gallon
Incl. ——— Including
Lb. ——— Pound
Lbs. ——— Pounds
N/A ——— Not Available
NEC ——— Not Elsewhere Classified
No. ——— Number
N.S.P.F. — Not Specifically Provided For
Pc. ——— Piece
Rbs. ——— Running Bales 480 Lbs. Net
Spec. ——— Specified
S/S ——— Single Strength Gallon
S/Ton ——— Short Ton 2,000 Lbs.
Stn. ——— Short Ton 2,000 Lbs.
W/Gal. ——— Wine Gallon
W/O ——— Without